

MIAMI:



If your company is interested in doing business in Latin America or the Caribbean, there's no better place to do business than the Miami Free Zone.

"This facility is great for distribution, and a professional building for our target accounts which are based in Latin America and the Caribbean," says Ana Hidalgo of Hidalgo Kid, a 35-year-old American wholesaler that moved to the Miami Free Zone in June. Known for integrity and exemplary customer service, Hidalgo Kid also works with clients in the southeastern United States, the Bahamas, South and Central America and Puerto Rico.

The Miami Free Zone (MFZ) is a foreign trade zone (FTZ #32) founded in 1979, servicing the international trade community of south Florida. Free trade zones are federally designated areas considered to be outside of the commerce and customs territory of the United States. Foreign and domestic merchandise may be admitted into

zones for storage, exhibition, assembly, manufacture and processing without being subject to formal Customs entry procedures, the payment of Customs duties or the payment of federal excise taxes. "If you import goods to the U.S. which are not for U.S. market, the goods can enter here free of duties, as long as it ships out of the U.S.," Ana explains. Companies which operate out of free trade zones often defer, reduce or even eliminate tariffs and taxes.

"Miami Free Zone is also home to freight forwarders that consolidate freight for Central and South America and the Caribbean. These business people visit here often, and this has exposed our brands to new customers." The Hidalgo Kid showroom is open five days a week, carrying apparel brands Little Me, Flapdoodles, Children Apparel Network, Nannette, Levis, Nike, Jordan, Universal and I'm Live Sol La Vita plus footwear from Ralph Lauren Polo and Ralph Lauren Layette, Born, Nu Born, Guess and Guess

GATEWAY TO NEW BUSINESS



Layette, Mia, Disney License, Baby Deer, Designers Touch, Josmo, Laura Ashley and Livie and Luca. The staff is bilingual and very knowledgeable about the documentation and procedures that are involved in doing business with Latin America. Ana says, "There are several trade commissions from South and Central America also based in the Miami Free Zone –providing another opportunity for my brands to be exposed."

HUB TO THE AMERICAS

Located in Miami Airport's West Market, the Miami Free Zone connects North America, Europe and Asia to Latin America and the Caribbean via air and sea transportation, plus rail and expressway. "Imagine an international gateway where goods and merchandise flow across borders, where countries lower taxes, reduce red tape and

eliminate road blocks," says FTZ World Services LLC, operator of the Miami Free Zone, on FTZworld.com. "Here, companies import goods and merchandise directly into a Free Trade Zone without paying duties, fees and taxes — and then export products duty and tax free."

Today, with over 80 companies operating within about 825,000 square feet of mixed-use office, showroom and warehouse facilities, close to 2,000 people come to work each day. Over \$950 million in merchandise passed through the Miami Free Zone during fiscal year 2009. Products are imported from more than 65 countries and exported to more than 75 countries worldwide, with speed and efficiency.



MIAMI HEAT:

FINANCE, COMMERCE AND INTERNATIONAL TRADE

We all know Miami sizzles with sensuous night life and lux lifestyle, yet this city is home to over 100 consulates, trade offices and chambers of commerce. The Port of Miami has the shortest transit time to the Caribbean of all U.S. ports. More than 1,100 multinational corporations use Miami as a regional headquarters for Latin America, and over 9,000 financial institutions have Latin America offices in Miami, making it a U.S. financial center for Latin America. Those who live and work here can take advantage of no local or state personal income tax. "Foreign customers who visit the Miami Free Zone get special hotel pricing, and hotels offer free shuttle service to and from the airport," Ana says, "facilitating travel arrangements, and expenses."

In our current economic environment, companies are looking for ways to maintain and increase business. Executives are realizing that products carrying the Made in America label are well-sought after in foreign markets –a global advantage. And the Miami Free Zone is leading the way, saving companies time ... and money.

